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U.S. AGRICULTURAL EXPORTS ROSE TO A RECORD $6.3 BILLION IN 1964

by

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U.S. agricultural exports advanced to a record $6.3 billion in calendar year 1964 from the previous calendar year record of $5.6 billion in 1963. A substantial part of the 14 percent gain was brought about by record exports of wheat, soybeans, protein meal, rice, corn, inedible tallow, and hides and skins. Advances occurred also for such products as vegetable oils, cotton, lard, meats, and dairy products. Small declines occurred for rye, vegetables, and tobacco (table 1).

Commercial sales for dollars, amounting to about three-fourths of the total, accounted for nearly all of the gain. Exports for dollars totaled an estimated $4.6 billion in 1964 compared with $4.0 billion in 1963. Exports under Government-financed programs totaled an estimated $1.7 billion, slightly above the level of a year earlier.

Several developments both in the United States and in the major foreign markets for U.S. agricultural products contributed to the record level of U.S. agricultural exports. On the foreign side, relatively poor wheat harvests in Western Europe and the Soviet Union permitted larger U.S. wheat exports to these areas. Larger incomes resulted in greater demand for meats and animal products in Western Europe and Japan. The stronger demand for these products stimulated U.S. exports of items such as feed grains, soybeans, protein meal, and inedible tallow. Continued economic growth, although at a slower rate, in the important markets of Western Europe and Japan also aided exports of U.S. farm products. Increased foreign demand from larger incomes facilitated U.S. exports of dairy products, poultry, meats, hides and skins.

On the U.S. side, continued availability of abundant supplies of high quality agricultural products at relatively low prices made U.S. farm products attractive to foreign buyers. Where domestic prices were higher than world prices, as for some commodities, export payments enabled U.S. exporters to be competitive with other major world suppliers. In addition, the United States maintained a vigorous promotion program in important foreign markets, where demonstrations, trade fairs, trade centers, technical assistance, and close attention to various problems improved access to these markets.

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Table 1.--U.S. agricultural exports: Value by commodity, calendar years 1963 and 1964

Commodity	1963	1964	Change
	-- Million dollars --		Percent
Animals and animal products:			
Dairy products 1/	182	224	+23
Fats, oils, and greases	172	250	+45
Hides and skins	75	93	+24
Meats and meat products	100	125	+25
Poultry products	75	74	-1
Other	73	74	+1
Total animals, etc. 1/	677	840	+24
Cotton, excluding linters	577	682	+18
Fruits and preparations	276	279	+1
Grains and preparations:			
Feed grains, excluding products	794	854	+8
Rice, milled	178	208	+17
Wheat and flour	1,330	1,533	+15
Other	71	62	-13
Total grains, etc.	2,373	2,657	+12
Oilseeds and products:			
Cottonseed and soybean oils 2/	165	204	+23
Soybeans	472	574	+22
Protein meal	125	145	+16
Other	54	77	+43
Total oilseeds, etc. 2/	816	1,002	+23
Tobacco, unmanufactured	403	413	+2
Vegetables and preparations	173	158	-9
Other	289	317	+10
Total	5,584	6,348	+14

1/ Excludes Title III, P.L. 480 donations of butter and ghee, which are included in "Other" agricultural exports.

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Japan continued to be the leading market for U.S. agricultural exports in 1964. Exports to Japan rose an estimated 17 percent. India became the second leading outlet for U.S. agricultural products, mainly for foodstuffs under Government-financed programs to meet an unusually severe food deficit in that country because of unfavorable crop harvests in the past year. Other top foreign outlets were Canada, West Germany, the Netherlands, the United Kingdom, and Italy.

Animals and animal products.--Exports of animals and animal products advanced by nearly one-fourth in value in 1964, reflecting larger exports in nearly all categories. Larger exports of dairy products resulted from a substantially greater demand in Western Europe. In 1964, about 45 percent of U.S. dairy exports were commercial sales for dollars compared with only 28 percent in 1963. Large shipments under Government-financed programs continued to be made to newly developing countries. A world shortage of dairy products in 1964 encouraged many countries, especially those of Western Europe, to import dairy products -- especially butter -- from the United States.

Relatively large U.S. supplies and strong foreign demand resulted in more than a two-fifths value gain in U.S. exports of animal fats and oils. Volume increased 28 percent. Overall foreign production of fats and oils have not been keeping pace with the rapid rise in their demand. Exports of inedible tallow advanced to 2.1 billion pounds in 1964 from 1.6 billion in 1963. Lard shipments advanced to 682 million pounds from 538 million. Many importing countries substituted animal fats for vegetable oils during the past year.

Exports of hides and skins rose to a record 17.0 million pieces in 1964 from 12.7 million a year earlier. Record U.S. slaughter and smaller foreign production were the principal reasons for the rise.

Strong foreign demand resulted in larger exports of U.S. meats, especially pork and variety meats. Exports of meats and meat products were up one-fifth over a year earlier. Exports of poultry meat about equaled the previous year's level despite the trade limiting effect of the variable levies in the Common Market countries. Poultry meat exports increased to non-EEC markets in the past year.

Cotton.--U.S. exports of cotton in 1964 totaled 5.2 million bales compared with the previous year's 4.4 million. December 1964 exports of 748,000 bales included substantial amounts in anticipation of the longshoremen's strike. About 2.8 million bales moved out in January-June 1964. July-December exports amounted to 2.4 million bales -- low because gains in foreign free world production and larger world stocks discouraged exports. However, mill activity in the principal producing countries continued at a high rate. Stocks in the importing countries remained at relatively low levels. Consumption of cotton products in the principal markets was up somewhat. Competition from foreign production of man-made fibers continued strong and again made inroads on cotton's share of total textile production. In 1964, U.S. exports accounted for about 30 percent of total world cotton exports. Principal outlets for U.S. cotton were the European Economic Community, Japan, Canada, India, the Republic of Korea, and the United Kingdom.

Fruits and preparations.--Exports of fruits and preparations increased slightly from a year earlier. They totaled $279 million in 1964 compared with $276 million in 1963. U.S. exports gained in 1964 due to larger U.S. production.

Supplies of some commodities in the previous year were relatively limited, discouraging larger exports. The increase in 1964 resulted from small gains in canned pineapples, fresh oranges, and fresh apples. Most of the rise in exports of fruits and preparations occurred in the latter half of 1964 -- the outcome mainly of larger U.S. production.

Grains and preparations.--Total exports of grains and preparations advanced to a record $2,657 million in 1964 from $2,373 million a year earlier. Except for rye, increases occurred in all major categories.

Exports of wheat and flour totaled 854 million bushels in 1964 compared with the previous year's 744 million bushels. Most of the gain resulted from increased sales for dollars to Western Europe and the Soviet Union, and in shipments under Government-financed programs to newly developing countries. Japan continued to be an important market for U.S. wheat, taking an estimated 60 million bushels in 1964 compared with 55 million in 1963. Exports under Government-financed programs actually declined slightly in 1964. The Soviet Union purchased 65 million bushels of wheat during 1964 and other Bloc countries purchased 40 million bushels. The United States exported over 60 percent of its wheat under the Food for Peace Program in 1964 compared with 73 percent the year before.

Rice exports totaled 29.7 million bags (milled basis) in 1964 compared with the previous year's 26.3 million bags. Commercial sales for dollars accounted for nearly two-thirds of the total. The leading outlets were India, Japan, the Philippines, and Russia.

Feed grain exports excluding products, totaled 16.9 million metric tons in 1964 compared with 15.4 million a year earlier. Exports of corn rose to 477 million bushels from 439 million a year earlier. Exports to the European Economic Community accounted for 38 percent of total feed grain shipments. Japan took an estimated 2.7 million tons in 1964 compared with 2.1 million a year earlier. Substantial demand for meat products has stimulated rapid growth of the livestock industries in both Western Europe and Japan, generating a rising demand for U.S. feed grains. The United States had abundant supplies available at competitive prices to meet this demand. In 1964, the United States accounted for about half of the world's feed grain exports. Shipments of corn from Argentina in the latter part of 1964 increased the competition that the United States had to meet.

Oilseeds and products.--U.S. exports of oilseeds and products set a record in 1964. They totaled $1,002 million compared with $816 million the previous year. All categories increased. Soybeans accounted for over half of the total export increase for oilseeds and products. The value increase included both larger quantities and higher prices for soybeans in 1964. Soybean exports were an estimated 209 million bushels in 1964, up from 175 million a year earlier -- mostly reflecting larger shipments to Western Europe. However, Japan continued to be the largest outlet for U.S. soybeans, taking an estimated 50 million bushels in 1964. Japan also bought more soybeans from Communist China last year than in 1963.

Combined exports of cottonseed and soybean oil increased to 1.8 billion pounds in 1964 from 1.5 billion a year earlier. About half of the cottonseed and soybean oil moved under Government-financed programs to newly developing countries.

Exports of protein meal increased to 1.7 million short tons in 1964 from 1.6 million a year earlier.

U.S. exports of oilseeds and products have risen an average of 13 percent in the past 5 years. Growth of the livestock industries in the more advance countries in Western Europe and Japan, where demand has been strong for protein meal (for mixed feeds), stimulated oilseed exports -- especially soybeans. Higher incomes abroad have resulted in a substantial demand for vegetable oils. Moreover, foreign production of oilseeds and products in recent years have not kept pace with demand for oil in either the developing or the industrialized countries.

In 1964, the United States accounted for an estimated one-third of the world trade in oilseeds and products. Although production in Communist China was up some, only a small part of it was available for export.

Tobacco.--U.S. exports of unmanufactured tobacco totaled 510 million pounds in 1964 compared with 505 million in 1963. The gain resulted from larger exports of burley, dark-fired Kentucky and Tennessee, Maryland, and cigar wrapper tobaccos. Exports of flue-cured tobacco fell to 395 million pounds in 1964 from 403 million in 1963. Tobacco production in Rhodesia increased by an estimated 60 percent in 1964, and auction prices were down considerably from a year earlier. In addition, many European countries had relatively large stocks of U.S. leaf. The major foreign outlets for U.S. tobacco were the United Kingdom, West Germany, and the Netherlands.

Vegetables and preparations.--U.S. exports of vegetables and preparations declined to $157 million from $173 million a year earlier. Most of the decline was in dry edible beans. Production of dry beans was down considerably in 1964, and quality was not as good as in the previous year. Exports of other vegetables and preparations showed little overall change. Exports of canned vegetables totaled $34 million in 1964 compared with $33 million in 1963, and those of fresh vegetables totaled $49 million in 1964 compared with $53 million in 1963. Canada was the principal foreign outlet for U.S. vegetables, especially fresh vegetables. Substantial quantities also moved to Western Europe.

Table 2.-- U. S. agricultural exports: Quantity and value by commodity, 1963 and 1964

Commodity exported	Unit	Year ended December 31 1/			
		Quantity		Value	
		1963	1964	1963	1964
ANIMALS AND ANIMAL PRODUCTS		Thousands	Thousands	1,000 dollars	1,000 dollars
Animals, live:					
Cattle	No.	23	62	10,568	17,582
Poultry, live -					
Baby chicks	No.	27,175	25,147	9,672	9,575
Other live poultry	Lb.	4,043	5,409	1,449	1,962
Other	---	2/	2/	6,439	7,087
Total animals, live	---	---	---	28,128	36,206
Dairy products:					
Anhydrous milk fat	Lb.	15,589	25,324	8,333	13,066
Butter (except dehydrated)	Lb.	57,318	130,345	19,744	50,625
Cheese, including donations	Lb.	33,592	9,087	10,626	4,043
Infants' and dietetic foods, chiefly milk	Lb.	18,002	18,552	10,003	10,808
Milk -					
Condensed sweetened	Lb.	56,589	62,837	12,613	15,247
Dried whole	Lb.	29,810	18,715	12,809	5,943
Evaporated, including donations	Lb.	66,380	37,714	9,033	5,636
Nonfat dry, including donations	Lb.	1,119,190	1,306,085	94,459	112,388
Other	---	2/	2/	4,210	5,954
Total dairy products	---	---	---	181,830	223,710
Fats, oils, and greases:					
Lard	Lb.	537,674	682,001	48,531	69,810
Tallow, edible	Lb.	4,403	4,910	418	530
Other edible fats and oils	Lb.	6,135	7,880	1,028	1,156
Tallow, inedible	Lb.	1,629,077	2,128,696	104,059	154,149
Other inedible fats and greases	Lb.	250,142	296,653	18,223	24,016
Total fats, oils, and greases	Lb.	2,427,431	3,120,140	172,259	249,661
Meat and meat products:					
Beef and veal	Lb.	27,319	57,244	11,839	23,374
Pork	Lb.	138,125	132,987	38,468	38,779
Sausage casings	Lb.	21,021	14,175	12,452	9,305
Variety meats	Lb.	157,870	229,428	31,681	47,582
Other (including meat extracts)	Lb.	11,560	13,769	5,084	5,616
Total meat (except poultry)	Lb.	355,895	447,603	99,524	124,656
Poultry products:					
Eggs, dried, frozen, or preserved	Lb.	5,876	3,712	5,891	4,111
Eggs in the shell -					
Hatching	Doz.	9,906	7,025	9,158	8,083
Other	Doz.	7,685	1,669	2,767	624
Poultry meat -					
Chickens, fresh or frozen	Lb.	154,356	159,108	39,177	38,183
Turkeys, fresh or frozen	Lb.	30,888	43,233	11,393	15,632
Other, fresh or frozen	Lb.	5,332	6,220	1,804	2,086
Canned	Lb.	18,261	22,645	4,475	5,408
Total poultry products	---	---	---	74,665	74,127

Continued -

Table 2.-- U. S. agricultural exports: Quantity and value by commodity, 1963 and 1964 - Continued

Commodity exported	Unit	Year ended December 31 1/			
		Quantity		Value	
		1963	1964	1963	1964
				1,000 dollars	1,000 dollars
Other animal products:		Thousands	Thousands		
Feathers, crude	Lb.	1,521	1,848	1,518	1,621
Gelatin, edible	Lb.	3,401	3,390	7,613	7,938
Hair, raw or dressed, new	Lb.	7,948	6,843	2,378	2,532
Hides and skins, raw 3/	No.	12,709	16,959	74,577	92,694
Honey	Lb.	25,035	8,949	4,145	1,734
Wool, unmanufactured	Clb.	14,375	2,773	14,356	3,289
Other	---	2/	2/	15,939	22,076
Total other animal products	---	---	---	120,526	131,884
Total animals and products	---	---	---	676,932	840,244
VEGETABLE PRODUCTS					
Cotton, unmanufactured:					
Cotton	RBle	4,361	5,241	576,649	681,695
Linters	RBle	362	307	10,556	8,516
Total cotton and linters	RBle	4,723	5,548	587,205	690,211
Fruits and preparations:					
Canned -					
Fruit cocktail	Lb.	149,509	134,025	22,898	21,990
Peaches	Lb.	230,530	211,157	25,210	23,410
Pears	Lb.	8,863	5,585	1,509	1,073
Pineapples	Lb.	86,537	109,965	12,774	16,612
Other	Lb.	38,839	37,284	6,817	6,756
Total canned fruits	Lb.	514,278	498,016	69,208	69,841
Dried -					
Prunes	Lb.	82,940	86,004	17,468	17,315
Raisins and currants	Lb.	109,462	101,752	19,327	19,050
Other	Lb.	14,848	15,963	5,633	5,230
Total dried fruits	Lb.	207,250	203,719	42,428	41,595
Fresh -					
Apples	Lb.	146,641	215,594	13,690	19,084
Berries	Lb.	21,741	24,765	4,362	4,970
Grapefruit	Lb.	159,017	165,567	10,555	11,322
Grapes	Lb.	197,449	195,369	18,265	19,166
Lemons and limes	Lb.	221,619	228,518	19,542	16,791
Oranges and tangerines	Lb.	353,650	426,240	35,355	37,503
Pears	Lb.	40,891	56,596	3,997	5,274
Other	Lb.	183,111	160,262	10,539	11,303
Total fresh fruits	Lb.	1,324,119	1,472,911	116,305	125,413
Fruit juices -					
Grapefruit	Gal.	5,636	2,854	5,067	3,511
Orange	Gal.	9,885	7,023	22,640	18,796
Other	Gal.	13,834	12,241	13,269	12,267
Total fruit juices	Gal.	29,355	22,118	40,976	34,574
Frozen fruits (incl. specialties)	Lb.	14,379	9,614	2,672	1,824
Other	---	2/	2/	4,582	5,353
Total fruits and preparations	---	---	---	276,171	278,600

Continued -

Table 2.-- U. S. agricultural exports: Quantity and value by commodity, 1963 and 1964 - Continued

Commodity exported	Unit	Year ended December 31 1/			
		Quantity		Value	
		1963	1964	1963	1964
				1,000	1,000
Grains and preparations:		Thousands	Thousands	dollars	dollars
Feed grains and products -					
Barley grain (48 lb.)	Bu.	54,542	71,120	57,161	78,900
Corn grain, including donations (56 lb.)	Bu.	438,763	479,542	590,918	651,610
Grain sorghums (56 lb.)	Bu.	116,086	99,948	138,348	121,287
Oats grain (32 lb.)	Bu.	9,665	3,905	7,533	2,683
Total feed grains	MTon	15,422	16,326	793,960	854,480
Barley malt (34 lb.)	Bu.	2,904	2,647	5,505	5,410
Corn grits and hominy	Lb.	41,842	46,800	1,763	1,903
Cornmeal & flour, incl. donations.	Cwt.	4,878	5,088	20,282	19,608
Cornstarch	Lb.	53,862	76,163	4,688	6,665
Oatmeal, groats, and rolled oats.	Lb.	14,157	9,043	1,5 3	718
Total feed grains and products .	MTon	15,969	16,900	827,756	888,784
Rice -					
Milled, including donations	Lb.	2,630,609	2,971,262	177,032	206,708
Paddy or rough	Lb.	13,600	12,363	1,186	1,032
Total rice (milled basis)	Lb.	2,639,449	2,979,298	178,218	207,740
Rye grain (56 lb.)	Bu.	14,546	5,649	20,084	8,022
Wheat and flour, incl. donations -					
Wheat grain (60 lb.)	Bu.	641,907	756,454	1,147,527	1,361,738
Wheat flour, wholly U.S. wheat ..	Cwt.	44,437	42,323	182,239	170,928
Total wheat and flour	Bu.	744,112	853,797	1,329,766	1,532,666
Bakery products	Lb.	12,482	15,956	5,300	6,465
Other	---	2/	2/	11,600	13,655
Total grains and preparations ...	---	---	---	2,372,724	2,657,332
Oilseeds and products:					
Oils, edible and inedible -					
Cottonseed oil	Lb.	367,506	599,742	45,008	68,927
Soybean oil	Lb.	1,102,628	1,232,201	119,784	135,301
Other	Lb.	142,319	289,737	20,525	37,562
Total oils (except essential) ..	Lb.	1,612,453	2,121,680	185,317	241,790
Oilseeds -					
Flaxseed (56 lb.)	Bu.	3,408	6,947	10,011	20,037
Soybeans (60 lb.)	Bu.	174,703	209,448	471,519	573,592
Other	Lb.	516,624	501,380	24,459	22,219
Total oilseeds	---	---	---	505,989	615,848
Protein meal (oilcake and meal) ..	STon	1,603	1,873	124,955	144,510
Total oilseeds and products	---	---	---	816,261	1,002,148
Tobacco, unmanufactured:					
Burley	Lb.	44,497	50,058	35,383	40,388
Cigar wrapper	Lb.	4,606	5,246	10,325	12,247
Dark-fired Kentucky and Tennessee.	Lb.	14,172	20,684	7,571	10,399
Flue-cured	Lb.	403,437	394,553	331,171	327,359
Maryland	Lb.	10,744	12,320	7,984	9,631
Other	Lb.	28,028	27,472	10,671	12,800
Total tobacco, unmanufactured ...	Lb.	505,484	510,333	403,105	412,824

Continued -

Table 2.-- U. S. agricultural exports: Quantity and value by commodity, 1963 and 1964 - Continued

Commodity exported	Unit	Year ended December 31 1/			
		Quantity		Value	
		1963	1964	1963	1964
				1,000	1,000
Vegetables and preparations:		Thousands	Thousands	dollars	dollars
Canned -					
Asparagus	Lb.	62,246	61,745	15,100	15,571
Soups	Lb.	15,045	17,649	2,792	3,219
Tomato juice	Lb.	28,359	36,713	2,612	3,356
Tomato paste and puree	Lb.	15,760	12,226	3,167	2,485
Tomato sauce (cooking purposes)	Lb.	863	1,777	113	238
Other	Lb.	68,795	61,157	9,403	9,012
Total canned vegetables	Lb.	191,068	191,267	33,187	33,881
Dry, ripe beans, incl. donations	Lb.	469,151	323,696	38,512	27,222
Dry, ripe peas (excl. cow & chick)	Lb.	236,286	242,806	15,897	15,344
Fresh -					
Lettuce	Lb.	164,450	175,929	7,578	8,338
Onions	Lb.	131,889	86,397	5,988	4,098
Potatoes, white	Lb.	325,912	146,969	7,207	6,008
Tomatoes	Lb.	100,147	102,389	8,975	10,183
Other	Lb.	438,196	355,758	23,325	20,922
Total fresh vegetables	Lb.	1,160,594	867,442	53,073	49,549
Frozen vegetables (including specialties)	Lb.	39,205	19,748	6,895	3,855
Soups and vegetables, dehydrated	Lb.	17,456	16,837	7,317	6,717
Vegetable seasonings	Lb.	3,749	6,458	3,092	3,964
Other	---	2/	2/	14,755	17,009
Total vegetables and preparations	---	---	---	172,728	157,541
Other vegetable products:					
Coffee	Lb.	28,836	28,644	31,653	35,469
Drugs, herbs, roots, crude	Lb.	3,640	3,321	4,362	4,317
Essential oils, natural	Lb.	7,559	8,743	15,564	19,380
Feeds & fodders (except oilcake)	STon	1,016	1,002	62,537	64,273
Flavoring sirups for beverages	Gal.	1,099	1,272	7,014	7,683
Hops	Lb.	19,983	23,120	13,553	14,155
Nursery and greenhouse stock	---	2/	2/	6,286	7,618
Nuts and preparations	Lb.	68,211	122,506	21,534	27,160
Seeds, field and garden	Lb.	94,303	99,008	23,805	26,053
Spices	Lb.	2,926	3,648	2,273	2,812
Other, including donations	---	2/	2/	90,536	100,419
Total other vegetable products	---	---	---	279,117	309,339
Total vegetable products	---	---	---	4,907,311	5,507,995
TOTAL AGRICULTURAL EXPORTS	---	---	---	5,584,243	6,348,239
TOTAL NONAGRICULTURAL EXPORTS	---	---	---	17,337,447	19,638,995
TOTAL EXPORTS, ALL COMMODITIES	---	---	---	22,921,690	25,987,234

1/ Preliminary. 2/ Reported in value only. 3/ Excludes the number of "other hides and skins," reported in value only.